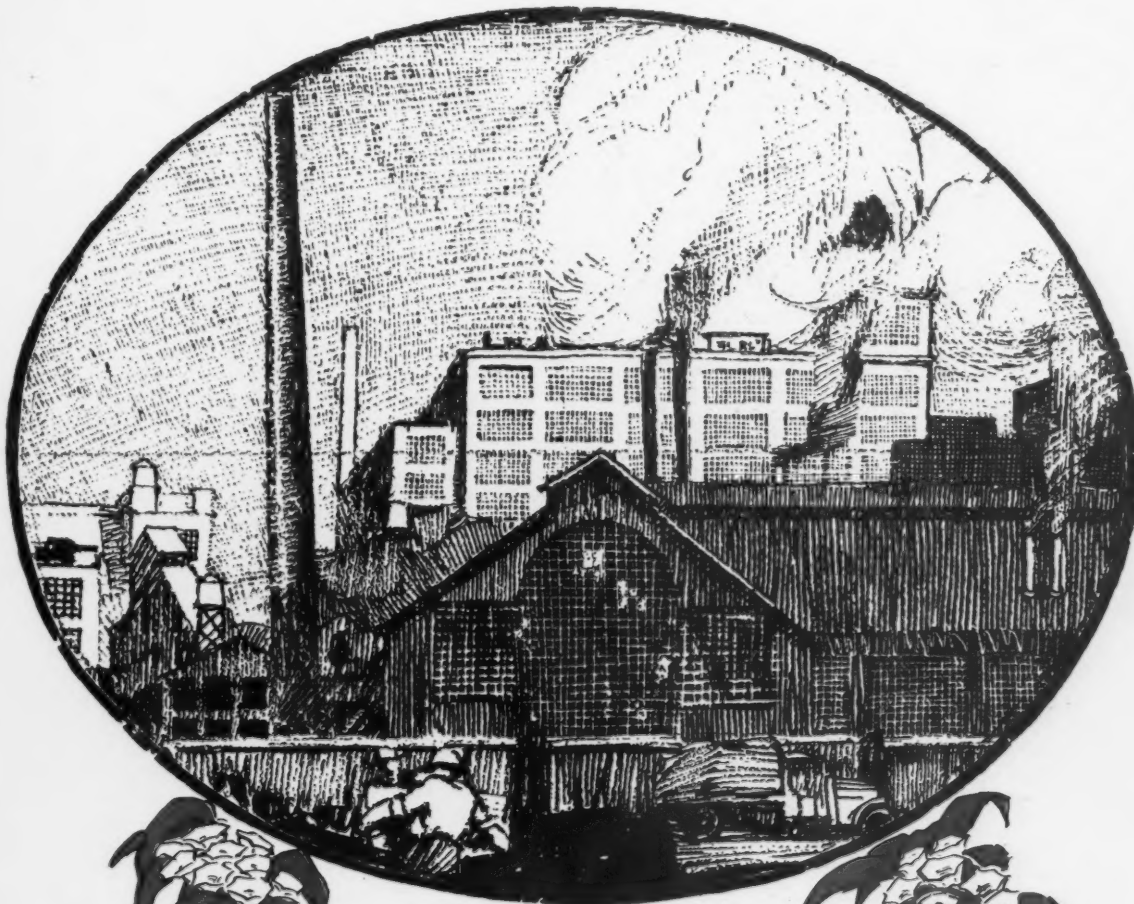


OCTOBER



CONNECTICUT INDUSTRY

PUBLISHED BY

The Manufacturers Association of Connecticut, Inc.

1925

MANY Connecticut corporations recently received a communication relative to penalty Section No. 220 of the Revenue Act of 1924 which provides for the imposition of 50 per cent. tax on unreasonable accumulation of corporate earnings not required in the business.

The communication bore the name and address of an agent of one of the life insurance companies in New York.

In our opinion the communication, in some instances, has unduly disturbed corporate officials.

We shall be glad to meet and advise with (without cost) those in doubt as to the status of their companies with respect to this section.

Hadfield, Rothwell & Soule

CERTIFIED PUBLIC ACCOUNTANTS

HARTFORD

BRIDGEPORT

General Partners

SETH HADFIELD, C. P. A.

PERCY ROTHWELL, C. P. A.

FRANK E. SOULE, C. P. A.

CHARLES F. COATES, C. P. A.

MANY Connecticut corporations recently received a communication relative to penalty Section No. 220 of the Revenue Act of 1924 which provides for the imposition of 50 per cent. tax on unreasonable accumulation of corporate earnings not required in the business.

The communication bore the name and address of an agent of one of the life insurance companies in New York.

In our opinion the communication, in some instances, has unduly disturbed corporate officials.

We shall be glad to meet and advise with (without cost) those in doubt as to the status of their companies with respect to this section.

Hadfield, Rothwell & Soule

CERTIFIED PUBLIC ACCOUNTANTS

HARTFORD

BRIDGEPORT

General Partners

SETH HADFIELD, C. P. A.

PERCY ROTHWELL, C. P. A.

FRANK E. SOULE, C. P. A.

CHARLES F. COATES, C. P. A.

CONNECTICUT INDUSTRY

published by

The Manufacturers Association of Connecticut, Inc.

Phones 2-1157, 2-1158
EXECUTIVE OFFICES, 50 LEWIS ST., HARTFORD.
ANNA B. SANDS, Editor

VOL. III

OCTOBER, 1925

No. 10

IN THIS NUMBER

	Page
ANTHRACITE — AN UNDEPENDABLE FUEL	2
THE COAL SITUATION	3
<i>By E. W. Goss, Scovill Manufacturing Co.</i>	
THE TWO ARE ONE PROBLEM	6
INDUSTRIAL SERVICE — <i>WHO ARE THE CAPITALISTS?</i>	7
NEW HAVEN MACHINE TOOL EXHIBITION	8
THE NEW ENGLAND CONFERENCE	9
<i>By Geo. B. Chandler.</i>	
YOUR ASSOCIATION	13
ASSOCIATION ITEMS	14
INDUSTRIAL NEWS AROUND THE STATE	15
TRANSPORTATION	16
FEDERAL TAXATION SERVICE BUREAU	17
SALES EXCHANGE AND EMPLOYMENT	20

CHAIRMEN OF COMMITTEES

Finance and Taxation, GUY P. MILLER
Industrial Relations, CARL F. DIETZ
Agriculture, WILSON H. LEE
Traffic, R. L. FRENCH
Power and Waterways, F. S. CHASE
Research, JOHN H. GOSS
Education, C. T. TREADWAY
Legislative, E. KENT HUBBARD

OFFICERS AND DIRECTORS

E. KENT HUBBARD, *President*
JOHN H. GOSS, *Vice-President*
ROBERT C. BUELL, *Secretary-Treasurer*
H. B. SARGENT
F. S. CHASE
C. B. WHITTELSEY
C. E. BILTON
HARRIS WHITEMORE
F. B. RICKETSON
C. F. DIETZ
JOS. S. PORTER
E. A. MOORE
F. R. APPELT
I. M. ULLMAN
JOHN F. ROGERS
C. T. TREADWAY
R. T. JONES
J. P. T. ARMSTRONG
F. B. FARNSWORTH

ADMINISTRATIVE STAFF

C. L. EYANSON, *Assistant to the President*
ANNA B. SANDS, *Assistant Secretary*
H. J. SMITH, *Industrial Secretary*
WM. A. DOWER, *Assistant Industrial Secretary*

DEPARTMENTAL STAFF

A. M. MYERS A. C. HART
G. D. ATWOOD A. MIGLIORI
M. E. CORNWALL M. I. GOODCHILDS




ANTHRACITE—AN UNDEPENDABLE FUEL

In 1902 John Mitchell, the revered leader of the United Mine Workers, who stood for industrial peace and the recognition of the rights of the public, declared: "Conscious of the great responsibility resting upon us, apprehensive of the danger threatening our commercial supremacy should the coal miners of the entire United States become participants in this struggle, we repeat our proposition to arbitrate all questions in dispute, and if our position is untenable, if our demands cannot be sustained by facts and figures, we will return again to the mines, take up our tools of industry and await the day when we shall have a more righteous cause to claim the approval of the American people."

That was in 1902 and the spirit of John Mitchell prevailed until 1922. At and after that time, the United Mine Workers of America, brought about a biennial stoppage of the industry which cannot long be endured. We are still confronted by a national combination of employees trying to dictate anthracite coal production and refusing to recognize the rights of the public.

The New England householders and industries live constantly in the fear that an anthracite famine will visit them. We of New England formerly believed that anthracite was a necessity. Nothing could be farther from the truth. The remedy for the existing situation is simple. Reliable substitutes *do* exist and it is within the power of the New England users of anthracite coal to liberate themselves by adopting the substitutes.

Anthracite is not a dependable fuel and will not be until New England has asserted its independence of it.

A handwritten signature in cursive script, likely belonging to Edward L. Loring, the author of the text. The signature is written in dark ink and is positioned at the bottom right of the page.

THE COAL SITUATION

BY E. W. GOSS

Governor Trumbull's Representative on the New England Congress

and

Chairman of the Special Coal Committee of the Association.

The stoppage of anthracite production by the miners and operators of the anthracite fields has again, as is biennially the case, brought New England to a realization that it cannot long endure the methods employed.

been at the root of both of these limitations on delivery.

The committee appointed by the governors of the various New England states headed by John Hayes Hammond has determined upon



FURNACE SIZE ANTHRACITE SUBSTITUTE

The demands of the miners and the holiday spirit into which they have entered the period of idleness and the apparent indifference of the operators in their failure to attempt to bring an end to the biennial farce has led the governors of the New England states to attempt to remove the shackles as have the Middle West and the Northwest.

In face of the fact that the United States has a known coal reserve of 3,854,000,000,000 tons which, in the belief of experts, will last approximately seven thousand years, we are continually facing a shortage either due to the stoppage of production or of inadequate transportation. Labor troubles have invariably

a course of action which has for its ultimate object the elimination of the necessity for absolute dependence of the householders of New England on anthracite coal. In no other way can the shackles be removed. New England has for years been the most profitable anthracite market. The Middle West and the Northwest, as I have said, have long used bituminous coal, coke and other fuels as anthracite substitutes but the New England mind for some reason or other has stuck to anthracite as a domestic fuel.

New Englanders have been led to believe that semi-anthracite and bituminous coals are dangerous, inefficient and dirty. Nothing could

be farther from the truth. Anthracite coal has but 12 to 16 per cent ash, a heating value of 12,000 to 13,000 B.T.U., and a volatile content of 9 to 10 per cent. It is possible for New Englanders to receive bituminous coal with a heating value of over 14,000 B.T.U., volatile contents of 16 per cent and ash content of 7 or 8 per cent. The latter coal can

land should be granted. The contest waged before the Interstate Commerce Commission was a bitter one.

Naturally the anthracite operators and the anthracite coal carrying railroads were opposed to the establishment of the rate. They preferred to maintain the anthracite monopoly in the last great area in which it was still



LOADING RANGE COAL

be purchased at approximately one-half the cost of anthracite and will produce approximately 26 per cent more heat with a minimum of difficulty in starting and maintaining fires.

The sources of supply of this coal are many. It is produced both in Pennsylvania and in the Virginias as well as in many other localities at a greater distance from New England. In addition and what is probably the most important factor of all, the bituminous fields are not subject to frequent labor disturbances.

For the first time in the history of coal controversies New England has the opportunity to free itself from the difficulty of securing first grade fuel at a reasonable cost. After over a year and a half of intensive effort on the part of the Manufacturers' Association of Connecticut and of other New England organizations the Interstate Commerce Commission has been convinced of the fact that a through all rail rate on coal from West Virginia to New Eng-

land, namely, New England. They have used every method to prevent the general use of anthracite substitutes in New England. It has been rumored, and investigation proves the truth of the rumor, that the retail coal dealers in various cities and towns of New England have been told that they would be deprived of anthracite if they in any way engaged in the sale of semi-anthracite or bituminous coal. This threat had its effect.

The Interstate Commerce Commission after hearing all parties to the case finally, after nearly 18 months of deliberation, rendered a decision which now makes all prepared domestic sizes of semi-anthracite coal available to all New England householders. This coal can be bought at the mines for as low as \$3.50 per long ton.

The basis for the new rates is to be not more than \$1.10 per long ton to points in New England over the rates from the Clearfield District

to points other than on the Boston & Maine, and not more than \$1.35 per ton over the Cumberland-Piedmont District rates to destination on the Boston & Maine from designated mine points.

The Commission ordered that "Our conclusion is that the new and reasonable joint rates to points on the lines of the carriers named

ton of 2,240 pounds as a reasonable division of the new joint rates which shall accrue to the carriers which transport the coal from the mines to Haggerstown and Potomac yards respectively for such transportation."

While the rates as above quoted will undoubtedly not permit the free flow which is greatly desired by New England consumers,



A GOOD CLEAN ANTHRACITE SUBSTITUTE FOR FURNACE USE

above (Chesapeake & Ohio, the Virginian and Norfolk and Western and New York, New Haven and Hartford), shall be rates that will not exceed by more than \$1.10 per ton of 2,240 pounds the rates now in force on bituminous coal from the Clearfield District to those points, and to points on the Boston and Maine shall be rates that will not exceed by more than \$1.35 per ton of 2,240 pounds the rates now in force on bituminous coal from the Cumberland-Piedmont District to points on the Boston and Maine, subject, however, to certain adjustments of the rates to points south of Philadelphia and certain other adjustments made to avoid departure from the requirements of Section 4 of the Act. A schedule of maximum rates so constructed and a statement of the railway routes over which the rates are to be made applicable is shown in the order sub-joint. We will not establish divisions of the joint rate here but we suggest \$2.50 per

yet in view of the fact that both Commissioners Eastman and McChord dissented, the situation is encouraging. Commissioner Eastman stated that he was under the impression that the new joint rates prescribed were too high. He added, however, that the important thing was to establish joint rates over the routes and that the matter of the exact level of the rates could be given further consideration at a subsequent proceeding.

Commissioner McChord in dissenting said, "I am persuaded that the rates in question are in fact unreasonable as a whole and should be materially reduced."

Needless to say, the decision quoted above is extremely unpopular with the carriers and they immediately filed a brief attacking the Commissioner's order. This petition was filed on September 9th by the Pennsylvania, Baltimore and Ohio, Reading, Long Island, Delaware and Hudson, New Haven and Boston

and Maine Railroads. They informed the Commission that they were obliged to protest against the establishment of the new joint rates on prepared sizes of the low volatile bituminous coal but would reserve their "right to ask for re-hearing until a more opportune time," the opportune time, of course, being after the public had forgotten about the present anthracite strike.

The defense of the railroads and anthracite operators probably will be that the rate is nothing more than a "paper rate" and will not be used. It is therefore incumbent upon New England coal consumers of domestic sizes of low volatile coal to educate themselves to the use of this type of coal so that sufficient tonnage will move in order to justify the maintenance of the present rate and the lowering of it in the near future.

It should be recalled that this recent investi-

gation of the Interstate Commerce Commission (Docket No. 15006) did not arise on the complaint of a shipper or distributor who would have had the burden of making out the case but by an order entered upon the motion of the Commission itself and upon recommendation of the United States Coal Commission and created by Congress of which John Hayes Hammond of New England was chairman.

New England has determined to re-adjust the coal situation. In Connecticut a conference will undoubtedly be called very shortly at which ways and means will be discussed.

It is the earnest hope of all those who are truly interested in removing the uncertainty of the fuel supply and in reducing the fuel bill that when the conference is called a representative gathering of manufacturers, merchants and householders will result.

THE TWO ARE ONE PROBLEM

Reprinted by special permission from "Factory"

One day this summer the City of New York broke the seals on bids which had been submitted for a miscellaneous lot of cast iron, 9,000 tons in all, and found that on items representing 75% of the total a German iron works had underbid all American competitors.

The next day, bids on cast-iron pipe for the Panama Canal were made public. The lowest bid was that of a French foundry.

Straws show the wind. These two incidents do not prove that American manufacturers are in danger of being submerged by a sudden flood of European competition. But they are just one more bit of evidence to add to other indications that at no time in history has the survival of the individual manufacturing enterprise depended so completely upon economical manufacture.

"Why is economical manufacture the key?" says some one. "The greatest problem of the manufacturer today is the problem of cutting the high cost of selling."

True enough. But is there any getting away from the fundamental fact that in the long run the low-cost producer is the low-price seller? Isn't there pretty general acceptance of the idea that if there are any "casualties" in the present "price war" in the automobile industry, the victims will be those car-makers whose factories have failed to keep pace with

the amazing manufacturing progress of the industry as a whole?

The truth is, of course, that manufacturing and selling can no longer be thought of as separate, vaguely related functions. In a recent letter to *Factory*, Paul T. Norton, president, Case Crane and Engineering Company, states the situation very effectively:

"The time has certainly arrived when all intelligent people should appreciate that an employee in the office or one on the road is just as important a factor in the manufacturing of goods as the workman in the shop."

The statement is equally effective when turned completely around:

"An employee in the factory is just as important a factor in the selling of goods as the salesman on the road."

In a few years, very likely, the habit of thinking of sales and production as two separate problems will be one of those industrial conditions which (to borrow a phrase from Mr. Inglis' article on page 365) "we like to pretend never existed." In the meantime, industry very much needs such plain speaking as that of Mr. Inglis, and that of W. A. Layman's "Challenge," in *May Factory*.

Chapin Horvath

Managing Editor.

INDUSTRIAL SERVICE

WHO ARE THE CAPITALISTS?

Like many other recently coined phrases, "class consciousness" is a much over-worked term. Literally, it signifies a realization on the part of one social or economic group of a difference existing between it and another group, with all that that implies in the way of partisan feeling. When used in the realm of industrial economics it connotes a line of distinction between one group whose livelihood depends on a daily wage and another which derives its support from the possession and the productive use of capital funds. It presupposes *mutual exclusiveness* as between the groups. If one were to form an opinion on the basis of the editorial efforts of the type of journalism which panders to this perverted line of thought, he must conclude that the line of demarcation admitted of definite location. Although the era of class mud-slinging is happily now on the wane, there are still certain agencies which delight in perpetuating the artificially created feud between the "laboring class," so-called and "the corporations," "the interests" or "the trusts."

Two comparatively recent developments in industrial history have done much to neutralize the poison of their fangs. One is the growing spread of ownership in the large producing corporations of the country; the other is the entrance of organized labor into the field of commercial banking.

At the spring session of the American Academy of Political and Social Science a number of papers were submitted on the growing diffusion of corporate ownership in the United States and its social and economic significance. We have been aware for some time that the number of shareholders in corporate enterprises, particularly since the war, has been growing faster than the trend of population, but excepting uncorrelated data collected by separate industries here and there, definite statistical evidence of the trend for the country as a whole was lacking. At this conference, however, Mr. Robert S. Binkerd, vice-Chairman of the Committee on Public Relations of the Eastern Railroads, came forward with the results of an inquiry into the stock ownership of railroads, utilities, and certain selected industries as of January 1, 1918, and January 1, 1925. The figures, which are quoted from "The Monitor," the official publication of the Associated Industries of New York State, are as follows:

NUMBER OF STOCKHOLDERS

Industries	1918	1925
Railroads	647,689	966,170
Express and Pullman...	12,956	23,779
Total railroad and allied service	660,645	989,949
Street railways	275,000	550,000
Gas, electric light and power companies	1,250,000	2,611,279
Telephone and telegraph	107,033	371,604
Packers	65,000	100,000
10 oil companies	23,502	161,179
5 iron and steel companies	130,923	223,149
10 high-grade miscellaneous manufacturing and distributive companies	25,002	44,339
Total	2,537,105	5,051,499

As the table indicates, stockholders in the corporations covered by the survey practically doubled in the seven year period from 1918 to 1925. The growth of population in that same period, as estimated by the National Bureau of Economic Research would not warrant the expectancy of an increase greater than 10%. It is significant that over one-half of the increase was made up of subscriptions from the general public. Regular customers of the corporations accounted for about 34.5% of the increase, and about 13.5% was derived from employee subscriptions.

Obviously, the time is past when corporations can be considered as entities apart. Except in the legal sense, they have no existence apart from the shareholders which are their constituent parts, and the figures in the table above give ample proof that ownership in them is being acquired, not only by greater numbers of people, but by representatives of financial strata formerly deemed to be their hereditary enemies. In fact, one of the advantages of corporate organization lies in the ability to amass larger quantities of capital for productive uses than would be possible without it; by implication, this means a wider diffusion of ownership claims, and an increasing use of smaller amounts of capital to make up the necessary whole.

Professor Thomas N. Carver of Harvard sees in this increase in, and diffusion of ownership claims in the producing corporations of the country an agency for the eventual elim-

NEW HAVEN MACHINE TOOL EXHIBITION

The New Haven Machine Tool Exhibition, which has been held annually for the past five years under the auspices of Yale University, the New Haven Chamber of Commerce and the New Haven section of the American Society of Mechanical Engineers closed Friday September 11th after a successful four-day program. The attendance was estimated at 15,000.

The exposition has been marked by an unusual degree of success from the start. Inaugurated four years ago as a local venture, it has become an event of national importance in the machine tool industry, as is evidenced by the widening geographical distribution of manufacturers represented. Although the sponsors have not striven for purely physical growth, the requirements of exhibitors this year necessitated the utilization of available space heretofore unused in the basement of Mason Laboratory.

In addition to the exhibits of machinery in Mason Laboratory the program included technical sessions at the Dunham Laboratory of Electrical Engineering under the auspices of the Machine Shop Practice division of the A. S. M. E., and inspection trips through the plants of The Geometric Tool Company, The Seamless Rubber Company, The New Haven Clock Company and The Safety Car Heating and Lighting Company.

The quality of the exhibits, their accessibility, the perfection of detail in arrangements, in fact the whole conduct of the enterprise pointed to the expenditure of much care and effort on the part of the Committee in charge and they are to be congratulated on its success.

Many members of the Association were numbered among the exhibitors, notably the following:

The Bridgeport Safety Emery Wheel Company. Radial grinders and other abrasive machines.

Bristol Company. Belt fasteners, belt lacing, etc.

Fafnir Bearing Company. Ball bearing application for various uses.

Farrel Foundry & Machine Company. Sykes gear generator and Sykes universal flexible coupling.

General Electric Company. Motors and other electrical devices.

Geometric Tool Company. Dieheads, caps, threading machines, taps, quick change chucks.

Grant Manufacturing & Machine Company.

Noiseless rivet spinning machines, vibrating riveters, and double end automatic threading machines.

Hart & Hegeman Manufacturing Company. Electrical equipment.

Henry & Wright Manufacturing Company. Power presses and drilling machines.

Jacobs Manufacturing Company, Chucks and arbors.

New Britain Machine Company. 6-spindle automatic screw machine and chucking machines.

New Departure Manufacturing Company. Ball bearings.

New Haven Gas Light Company. Industrial uses of gas.

O. K. Tool Company. Tools for lathes, shapers, planers, etc.

Standard Steel & Bearings. Bearings in various stages of production.

Taylor & Fenn Company. Drilling, grinding and milling machines and power presses.

The Torrington Company. Swaging machines, Torrington ball bearings.

Waterbury Farrel Foundry & Machine Company. Automatic pinch binding machine, screw thread rolling machine, eyelet machine and semi-automatic arbor lathe.

Henry G. Thompson & Company. High speed metal cutting machine.

INDUSTRIAL SERVICE

(Continued from Page 7)

ination of class consciousness. The blending of the classes, of which this tendency is evidence, will bridge the gulf, real or imaginary, which has existed between them. As a consequence, he expects that wage controversies in the future will be much less destructive because the element of class consciousness will have been removed.

The second development is the entrance of organized labor into the business of banking. This movement gives promise of far-reaching results. For one thing it will make clear the fact that the line of demarcation between labor and capital, as classes, is more or less imaginary, and is not susceptible of definite location. It will emphasize in a way that few other circumstances could, the fact that no single individual is wholly a laborer or wholly a capitalist. It will serve to show, too, that no line of human endeavor is closed to any class, provided they stand ready to accept the bitter with the sweet.

THE NEW ENGLAND CONFERENCE

BY GEORGE B. CHANDLER

At the meeting of Governors held at Poland Springs, Maine, on June 28 to July 4, 1925, the six executives from New England conferred and it was agreed that some organization representing all of New England was needed. Pursuant to this conclusion, representatives were appointed from the six states to consider the project and devise a plan.

Those appointed by Governor John H. Trumbull of Connecticut were: Wilson H. Lee, President of the Employers Association for New Haven County and one of the leaders in agricultural and industrial work of the state, and Charles L. Eyanson of the Manufacturers Association of Connecticut, representing manufacturing interests of approximately three-quarters of a billion of dollars. Also George B. Chandler, Executive Vice-President of the Connecticut Chamber of Commerce, representing the allied business interests of the state.

The foregoing gentlemen met at Boston on July 22nd as the guests of Governor Fuller of Massachusetts who outlined to them in a general way the purposes of the movement. The delegates unanimously approved the organization of some form of an all-New England business association and the following Executive Committee was appointed to draw up the plans: Mr. John S. Lawrence of Boston for Massachusetts, Mr. Guy P. Gannott of Augusta for Maine, Mr. Albert E. Worcester of Manchester for New Hampshire, Honorable Fred A. Howland of Montpelier for Vermont, Mr. Henry D. Sharpe of Providence for Rhode Island, and Mr. Chandler for Connecticut. Mr. Lawrence was chosen chairman of this committee and Mr. Chandler as its secretary.

At a second general meeting of the delegates held at the Algonquin Club in Boston on July 30, the recommendations of the Executive Committee were unanimously approved, and thereafter they received the approval of the six governors.

It was decided that the stereotyped constitution and by-laws should not be adopted, but instead there be formulated a few simple rules.

RULES

1. *NAME.* The organization shall be called "The New England Conference."

The Committee felt that the movement should start with the simple object of giving to the New England business interests a chance to get together and confer. They were averse to putting out any elaborate program or making any extravagant promises. They therefore decided upon the name of "The New England Conference" as fairly descriptive of the movement.

2. *PURPOSES.* Its object shall be to stimulate: (a) Concrete expression as to matters vital to the welfare of New England among organizations participating in its membership. (b) United action among the several states (c) The promotion of New England Agriculture, Commerce, Industry, Transportation, Public Utilities and other matters of common concern.

It was felt, as Mr. Sharpe of the Rhode Island delegation expressed it, that nobody can do anything for New England except New Englanders themselves. The Conference would agree upon certain broad policies, which would be referred back to all of the member-organizations to be discussed by them. These member-organizations would be the arms through which public sentiment would reach out to the various localities to bring about the "united action" among the several states. Agriculture, Commerce, Industry, Transportation, and Public Utilities were named as the major objects to be promoted, but there is also added the general phrase "other matters of common concern." In other words, the Conference can take up anything it wants to, provided it be a New England question.

3. *MEMBERSHIP.* The membership shall consist of the agricultural, commercial and industrial organizations within New England covering states, cities, counties or regions. The particular organizations of said classes eligible to membership from the several states shall be designated by the Councils of said states. In any case of an organization having interstate



GEORGE B. CHANDLER

membership, the designation thereof shall be by the Council of the particular state in which said organization has its headquarters.

The language "agricultural, commercial and industrial organizations within New England covering states, cities, counties, or regions" is condensed and represents extended discussion by the sub-committee. The phraseology seemed to the committee to include every organization that would be desired in such a conference. The organizations to be invited are to be designated by the State Councils which will be explained a little later.

4. *REPRESENTATION. Each member shall be entitled to three delegates, none of whom shall be a salaried officer or employe. Delegates shall function only after registration and the payment of the fee hereinafter provided for.*

It was decided to give to each organization, great or small, an equal representation of three delegates. The question was raised of whether a little Chamber of Commerce or Board of Trade in a small town should be allowed the same number of delegates as would be given to a powerful organization like the Boston Chamber of Commerce; but the committee pointed out that about 80 trade organizations domiciled in Boston would undoubtedly be eligible to membership. If each of these organizations avails itself of the full number of delegates, it is probable that a large number of the appointees will come from Boston. It can be readily seen that under the plan proposed, the large cities will through these various trade organizations, have ample representation.

Certain it is that no movement will succeed in New England which is not properly decentralized. Nowhere in the world is the principle of local self-government so firmly rooted as in this section. Nowhere is there greater jealousy of the super-imposition of administrative authority. New England towns will not be dictated to by higher civil authorities, except within reasonable limits. Neither will New England Chambers of Commerce or other business organizations from the smaller localities yield their identity. This inherited sentiment may have its disadvantages, but on the whole it has been New England's great source of strength throughout her history. During the Revolutionary War, public sentiment was carried on by Committees of Correspondence. It was the towns that were communicated with, and furnished their quotas, and it was through the towns that the sentiments of liberty were

promoted and supported. Any one born and bred in New England and imbued with its history and traditions will at once recognize this and be governed by it. "No taxation without representation!" was the rallying cry of our forefathers; "No New England Conference without local representation!" was the watchword of the sub-committee of the Governors' delegates.

5. *GOVERNMENT. At each annual meeting of the Conference the delegates from each of the States shall meet and choose a State Council of twelve members to serve for one year, comprising representatives of such interests as agriculture, manufacturing, banking, insurance, transportation, public utilities, wholesale and retail trade, resorts, or other lines of business prominent in the State; each said Council shall choose its own Chairman and Secretary, and shall have power to fill any vacancies which may occur in its memberships during the ensuing year. The councillors from all of the States acting together shall constitute the Council of the Conference. Said Council shall have full authority in the administration of the affairs of the Conference, and shall exercise the final determination of all of its declared policies.*

These State Councils are to be chosen at the annual meeting of the Conference by the delegates present. Here again the democratic principle applies. At some time during each annual meeting, all the delegates from Connecticut, for example, will meet and choose the twelve members of their Council. These twelve men when so chosen will name their own Chairman and their own Secretary. The 72 men thus chosen from the six New England States, acting together, will constitute the actual executive and deliberative body of the Conference. It is to be presumed that at the general Conference of delegates, various public questions will be discussed, but the final determination of these problems will be by the Council of the Conference. This plan will provide for general expression of the public sentiment of business, but will guard against hasty and unwise action. It will prevent the Conference going off at halfcock, when addressed by some group of propagandists with axes to grind.

The remaining rules need not be quoted in detail. They constitute the ordinary routine procedure with which all persons familiar with organization work are acquainted. The officers of the Conference are elected by the Council, not by the annual meeting of dele-

gates. They will consist of a President, six Vice-Presidents, a Treasurer and a Secretary. The chairman of the six State Councils will constitute the six Vice-Presidents. The Secretary and the Treasurer will serve at the pleasure of the Council, but all other officers for one year. The Council may provide an Executive Committee to act on their behalf between meetings.

The manner in which it is proposed to finance the organization is of interest and has been employed successfully by other organizations. It consists of a registration fee of \$10 to be paid on behalf of each delegate. Many organizations will send three delegates, others may send but two, and still others only one. An organization only pays for the number of delegates which it sends. As the organization is a mere federation of the numerous business organizations of New England, it was believed that it would require no elaborate machinery. A part-time secretary with a small office and stenographer, or with desk room and a stenographer, could carry on the details of its work. If the time ever came when some great project had to be carried on for the benefit of New England, it was assumed that the Council would set up the machinery for raising a special fund to carry on this special work. The committee believed in a modest, democratic start — the simpler, the better. They wanted no super-organization. They did not want any more organizations around New England canvassing corporations and individuals for membership fees. All they were aiming at was to provide a workable, inexpensive agency through which the business interests of New England could express themselves.

Under subject of "Representation" it was perhaps noted that salaried officers or salaried employees of an organization may not be delegates. In this the Committee was governed by the experience of the Chamber of Commerce of the United States which was compelled to adopt a rule that secretaries and other salaried officials may not be councillors. The salaried secretary must at all times yield precedence to the proprietors of the business interests making up his organization. There is too great a tendency on the part of the directors of certain organizations to say "Well, let's send the Secretary," when asked to participate in any project. If this movement is not important enough to command the attendance of men who have their capital invested in the business of New England, it had better die before it is born! Secretaries have their own

organizations. They will of course be invited to send their quota of delegates to the Conference, but the general run of delegates in attendance should be active managers of business concerns.

The first Conference will be held at Worcester on November 12 and 13 of this year and is being arranged by the Executive Committee above named. The sub-committee will report at a general meeting of all of the Governors' delegates to be held at the Colonial Club, Springfield, on September 21st. Chester I. Campbell, well-known throughout New England as a skillful and experienced conductor of industrial expositions, has consented to loan the committee the facilities of his organization and act as its Temporary Secretary prior to the meeting of the Conference. The official headquarters of the organization at the present time are 329 Park Square Building, Boston.

While under the proposed rules the final naming of the organizations to be invited to the Conference from any particular state is vested in the Council for that state, the three Governors' delegates from each of the New England states will exercise this function for the first meeting. A rough census indicates 554 eligible organizations from all the states, 134 of these from Connecticut. When the lists are given more complete study, it is fair to assume that the available membership will be somewhere between 500 and 600. The Committee has entertained hopes that there might be well on towards a thousand delegates in attendance at the first conference at Worcester.

The question comes to your mind as you read this, "What subjects does your conference intend to take up?" The general answer of the Executive Committee and of all of the Governors' delegates will doubtless be, "I do not know." What we do know, however, is that, if a thousand representative business men from all over New England can meet once a year for the discussion of New England problems, and if there is set up a council of 72 members, 12 from each state, broadly representative of the business interests of the six states, to serve as their administrative arm, a piece of human machinery will have been established that *will* know what to do.

The program has not been made up, but in a general way the subjects that have been considered for possible discussion at the first annual meeting are the Power Problem as it affects New England; Agriculture as it affects New England; and Marketing as it affects New England. It is among the possibilities that

transportation may also be discussed.

If we are to hold our own in competition with those sections of the country which are closer to food, fuel, and raw material, we must be vigilant and farsighted in framing our program of power to run our industries. The old-fashioned factory operated by direct water-power has become practically obsolete. So, too, is the number of steam-driven plants, gradually dwindling towards the vanishing point. We have entered upon the era of hydro-electric power—electrical power manufactured primarily by water, but with steam auxiliary plants. Even now, New England is connected with a vast super-power scheme. The Boston Edison Company is connected with the New England Power Company operating over large parts of Massachusetts, Vermont and New Hampshire, which, in turn, is connected with the Adirondack Power Company operating up to the head waters of the Hudson River and covering a large part of Eastern New York. This in turn, through the power companies of Syracuse and Rochester finally ties up with Niagara Falls. This is even extended westward towards Cleveland and on to Detroit. Connecticut is tied up with this system by the connection of the Hartford Electric Light Company with the Turners Falls Company through the Agawan plant. Maine, alone, holds out under a statute prohibiting the exportation from the state of electrical power.

There is also in the offing a possibility of connecting with the power and transportation project of the St. Lawrence River which has been a debated question for several years, and with which you are all more or less familiar. It is tied up with city and sectional jealousies, and international relations, and would appear at the present time to be more or less remote. It will come, however, whenever it is economically demanded.

The other matter of transportation is equally serious. We have certain advantages of water transportation. The Storrow report pointed out to us the advantages which we possess in competition with large parts of the United States, particularly through the Panama Canal and the lines of the Illinois Central Railroad through their steamship system. But we live, breathe and have our being through our local railroad systems. If by a short-sighted policy we allow our motor trucks and motor busses to cripple them, we shall be the sufferers. New England is better served by highways than any other section of the country, and our railroads are therefore the greatest sufferers from water

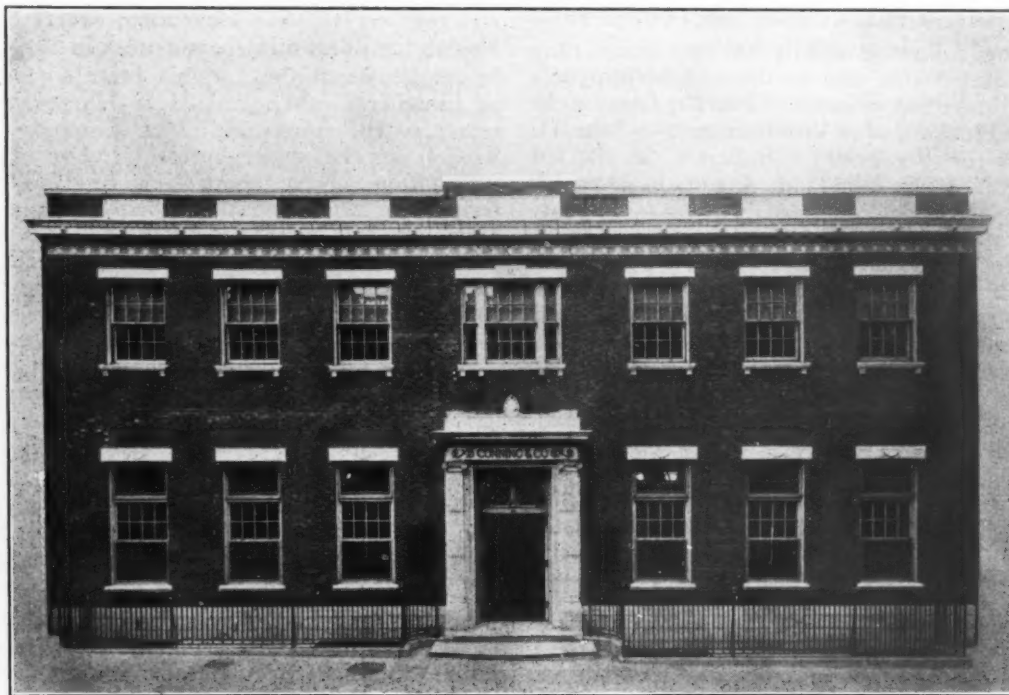
competition. Unless we face this problem of the regulation of trucks and motor busses and the proper co-ordination of service between railroads, trolley lines and motor trucks and busses, we shall cripple our industries, our commerce and our agriculture. These—power and transportation—are the two big things. It would do New England business men good to get together and talk about them, even if they did nothing *but* talk. All of these problems depend directly or indirectly upon public sentiment. They also depend upon federal action. They depend likewise upon state action. To a large extent they depend upon private initiative which as we already have seen is solving the super-power problem while Congress is talking about it.

This movement for an all-New England organization is conceived along broad lines. It opens up a vista of possibilities. In a way, it puts New England on trial. It will be an answer to the mooted question, "Can New England get together?" I have been in organization work long enough to have reached a conclusion which may be something of a shock to you; for it runs directly counter to all of the Thirty-nine Articles of Faith of simon-pure chamber of commerce work. This heresy is that certain chambers of commerce and trade organizations probably do more harm than good. This is because of their jealousy of other organizations and the utter selfishness of their policy. When an organization permits itself to think solely in terms of itself and not in terms of its own city or its own state or its own section, it becomes an evil force in the community. Its example is infectious. It invites reprisals and usually gets them. The atmosphere becomes surcharged with suspicion and team work is out of the question. They are like the pious old lady who wanted the heathen saved but would rather see them go to Hell than have them saved by the Unitarians.

Our job is to get New England into heaven. It will have to be done *en masse*. We can't slip the six states in a side door by our own private route. We must all get behind the main entrance and shove. As an eminent divine once said: "Look out, not in; look up, not down, and lend a hand!"

Owing to vacation interruptions there will be no installment of the "History of the Association" until the November number.

YOUR ASSOCIATION



50 LEWIS STREET, HARTFORD — NOT "THE ASSOCIATION"

While they are few, there are some members who look upon the Association as an organization made up of directors and officers and employed staff with headquarters at 50 Lewis Street, Hartford. They do not consider that they are "The Association."

Just as the vigilance committees of years past performed a real public service in banding together for general welfare, mutual protection and promotion, so did the manufacturers of this state band themselves together thirty-two years ago to fight for the principles which they believed to be for the best interests of the state.

The Association is a conference of manufacturers who combine their influence and their efforts for individual success and the welfare of the community. Use the Association. It was created in your interests and for your use.

In the last issue of *Connecticut Industry*, President Hubbard wrote:

"It is proper that the members of the Manufacturers Association of Connecticut use the machinery established to the greatest degree possible.

"The Committee on Research has, with the assistance of the Sheffield Scientific School of Yale University, solved some very interesting problems for manufacturers who previously

would not have known where to turn for a solution of such technical matters.

"The Traffic Committee is daily handling transportation problems for the benefit of members and there are many other members who should be turning to this committee for advice and assistance in their traffic problems and thereby saving themselves costly mistakes.

"The Tax Committee has been able to be of inestimable value in many problems which have confronted industry and every member is invited to send to this office any inquiries that may arise in this field.

"The Committee on Industrial Relations is now working on a most important problem and an announcement of the work of the Association in the industrial relations field will be made shortly.

"The Committee on Agriculture has been the connecting link between agriculture and industry and the hope of every manufacturer that Connecticut be made more of an agriculturally productive state is rapidly being realized.

"The various other committees are also prepared to take care of the questions which are assigned to them and no matter what the problem may be, the Association stands ready to help with it."

ASSOCIATION ITEMS

REPORT OF THE NOMINATING COMMITTEE

The following report of the Nominating Committee was sent to the membership in a bulletin on September 5: For President — E. Kent Hubbard; for Vice-President — John H. Goss; for Treasurer — Robert C. Buell; for director from Windham County — Don H. Curtis, Agent, American Thread Company, Willimantic; for Director at Large — Joseph A. Horne, Vice-President, Yale & Towne Manufacturing Company, Stamford; for Director at Large — F. B. Farnsworth, President and Treasurer, Eastern Machinery Company, New Haven; for Director at large — H. H. Pease, President and Treasurer, New Britain Machine Company, New Britain.

NEW MEMBER

Since the last announcement, one new member, the New England Mills Company of Norwich, manufacturers of woolens and worsteds, has joined the Association.

CONVENTIONS OF INTEREST

Manufacturers to Meet in St. Louis

For the first time in years the annual convention of the National Association of Manufacturers will be held outside of New York. This year it is scheduled October 26-28 inclusive for St. Louis thereby emphasizing its national character. As this date immediately preceeds the opening of the new session of Congress, it will furnish a timely occasion for industry to publicly express its views and needs on those national issues with which Congress and the Government will be concerned.

National Industrial Council

The Fall conference of the National Industrial Council will also be held in St. Louis on October 22nd and 23rd just prior to the meeting of the National Association of Manufacturers. They are hoping for an ample representation from the East.

Tenth Anniversary

The Associated Industries of Massachusetts are planning to celebrate the tenth anniversary of their organization on October 21st and 22nd at the Copley-Plaza, Boston.

VIRGINIA VISITS NEW ENGLAND

Virginia's dream of a coalition with the New England manufacturing and business interests

was realized last year when about twenty New England business men spent a week in Virginia as the guests of the Virginia State Chamber of Commerce. Mr. Samuel B. Harper, Secretary of the American Silver Company of Bristol, was the official representative from the Association. Next month New England will reciprocate when a distinguished company of Virginians will be entertained here. It is felt that these visits will create a feeling of friendliness and cooperation between New England business interests and those of the territory served by Hampton Roads which eventually will lead to economic reciprocity.

WILSON H. LEE ENTERTAINS

The annual meeting of the Employer's Association of New Haven County was held at Fairlea Farms on September

17. Wilson H. Lee, chairman of the Committee on Agriculture of the Manufacturers' Association of Connecticut and president of the Employers' Association, acted host. The other guests were the Directors of the Manufacturers' Association and members of the Connecticut Industrial Council.

NEW CHAIRMAN OF TRAFFIC LEAGUE COMMITTEE

The National Industrial Traffic League has announced the appointment of C. L. Eyanson, assistant to the President of the Manufacturers Association of Connecticut as Chairman of the Committee on Highway Transportation. This carries with it membership upon the Executive Committee of the League. The personnel of his committee is as follows: Geo. L. Graham, Andover, Massachusetts; A. J. Henderson, Cleveland, Ohio; W. C. LeFebvre, Detroit, Michigan; J. S. Marvin, New York City; A. Parr, Kenosha, Wisconsin; J. F. Atwater, New Britain, Connecticut; William J. Pitt, Philadelphia, Pennsylvania and E. C. Webster, Watertown, Massachusetts.

Mr. Eyanson has long been a student of transportation problems and his varied experience in this field should prove of great benefit to the League.

Starting with nothing doesn't seem such a hardship to those who are accustomed to coming back from vacations.

WATCH the NOVEMBER issue for the announcement of the date of the Annual Meeting of your Association.

INDUSTRIAL NEWS AROUND THE STATE

NEW BUILDING

Terryville

The Eagle Lock Company of Terryville is having erected a six story building to house its various shipping operations. The original wooden factories will be dismantled and razed.

Waterbury

The French Manufacturing Company, The Patent Button Company and The A. H. Wells Company, Inc., all of Waterbury, are enlarging their plants with new buildings.

The Scovill Manufacturing Company of Waterbury has purchased a plant at Sturges, Michigan, manufacturing a plumbing supply line.

Bristol

Plans are under way for the erection of a large four-story building for the C. J. Root Company at a probable cost of \$60,000.

BRANCH FACTORY FOR ANSONIA

The D. & I. Shirt Company of New Haven, due to its rapidly increasing business, has opened a branch factory in Ansonia.

CONNECTICUT MAN ON TARIFF COMMITTEE

Mr. John A. Coe, President of the American Brass Company, Waterbury, has been invited by the National Association of Manufacturers to serve on a committee of five on tariff. This committee will act in an advisory capacity to the Association when the subject of tariff rates will be opened up again in the approaching session of Congress.

BRITISH-AMERICAN COMPANY SOLD

The British-American Manufacturing Company plant in Springdale, which has been in litigation for five years, and closed since March, has been sold to Frank M. Robertson, a New York lawyer for \$175,000. The plant is equipped to make rubber cloth and rubber articles.

NEW BUSINESS FOR BRIDGEPORT

The firm of L. Lederman of New York, manufacturers of watch crystals, has moved its factory to Bridgeport. This adds one more to the list of 5,000 distinct and separate articles now listed in the catalogue of things "made in Bridgeport."

PROTECTION FOR PAYROLL

An armored car has been put in service in Waterbury for handling factory payrolls.

PROMINENT INDUSTRIALISTS PASS AWAY

In the recent death of Bengt M. W. Hanson, the state of Connecticut has lost a noted inventor and prominent manufacturer.

Coming from Sweden as a boy he began by serving his apprenticeship at the bench. Working his way up he became expert mechanic of the Waltham Watch Company, Vice-President and Manager of the Pratt and Whitney Company, and finally President of the Hanson-Whitney Company. During the war he was a member of the War Department's Machine Gun Board when the type of weapons to be used was being determined upon and later he became Vice-President and General Works Manager of the Colt's Patent Fire Arms Manufacturing Company. He was an active member of the Manufacturers' Association of Hartford County and at the time of his death was a member of its Board of Directors. His active participation and expert advice in the field of manufacturing will be keenly missed.

D. H. Peck, Treasurer and Manager of the Peck Spring Company of Plainville died suddenly at Saybrook on the 13th of September. He had been engaged with his father in the management of the Peck Spring business for the last five years.

MANUFACTURER FOSTERING AGRICULTURE

Franklin Farrel, Jr., Vice-President of the Farrel Foundry and Machine Company of Ansonia has been appointed a member of the Advisory Council of the Better Understanding Between Industry and Agriculture Organization.

Concerted New England action, particularly in regard to national legislation has long been the dream of the directors of your Association. The "New England Conference" has at last furnished the medium for united action.

Mr. Chandler's article in this issue should be read by all who are interested in the future of a united New England.

TRANSPORTATION

THE COAL COMMISSION'S RECOMMENDATIONS

The report of the Coal Commission which will be issued in the very near future, will contain the following recommendations:

1. Congress to legislate for a permanent system of government collection of all coal facts, preferably through the Interstate Commerce Commission.
2. The government to encourage river transportation of coal, particularly through the elimination of existing stifling of water competition by "artificial rail rates."
3. Reduce rail rates on coal to discourage long hauls.
4. Railroads to distribute cars to mines in transportation shortage period on the basis of the commercial ability of the producers to sell coal rather than on the ability to produce coal and load it into cars.
5. Open new coal mines in public domains only after the Interstate Commerce Commission decides this action is in the public interest.

EASTERN CLASS RATE INVESTIGATION

Mr. J. F. Atwater, Chairman of the Subcommittee on Rates of the Traffic Committee, appeared before the Interstate Commerce Commission at Boston on Sept. 14th to reiterate the position of the Association as presented at the Washington hearing in connection with the establishment of a Thirty Class Schedule.

MEETING OF NEW ENGLAND SHIPPERS BOARD

The first regular meeting of the New England Shippers Advisory Board will be held at the Hotel Bond at Hartford, at 10 A. M. on Oct. 30th, 1925. This Board is a voluntary organization of shippers which has for its purpose the betterment of car service. Connecticut is to be congratulated in being asked to act as host to representatives from other New England states. A representative of the Traffic Department of every member concern should, in his own interest be present. All details may be received from the Association's headquarters.

WEST VIRGINIA COAL RATES

It will be recalled that through the efforts of this Association and other New England organizations, the Interstate Commerce Commission recently rendered a decision in re I.C.C. 15006, which establishes through all rail rates of West Virginia Coal to New England points. The rate enjoyed by Connecticut is \$1.10 from Clearfield.

Various railroads and the anthracite operators filed petitions seeking to set aside the rates. The Commission, however, denied the petitions and advanced the date of effectiveness from Oct. 15th to Sept. 25th. The Association and other New England organizations under the leadership of John Hayes Hammond, Chairman of the New England Coal Conference, appointed by the Governors of the various New England states, have decided to carry out the plans already formulated for the introduction of the anthracite substitutes.

THE NEW ENGLAND TRANSPORTATION COMPANY

The New England Transportation Company, a newly formed subsidiary of the N. Y., N. H. and H. R. R., is actively entering into motor bus transportation. Twelve petitions have been presented to the Public Utilities Commission of Massachusetts and five petitions to operate over various routes in Connecticut have been presented to the Connecticut Public Utilities Commission.

The recognition by the New Haven Road of the dependence of this type of service is evidence of the farsightedness of the management.

REVISION OF RULES FOR CABLE CODES

Every user of international cable or radio service will be interested in the decision of the Paris Conference of the International Telegraph Union on the question of code exchange in messages. Nearly everyone of the many nations attending the Conference has submitted some suggestion in regard to the revision of rules for codes. Some of these contain recommendations in regard to changes in rate, others are relating only to the continuance of the use of the codes and the method of counting words. Complete information as published by the Transportation Division of the U. S. Department of Commerce may be obtained by applying to Association headquarters.

FEDERAL TAXATION SERVICE BUREAU

TREASURY DECISION 3752 — WAR PROFITS AND EXCESS PROFITS TAX — TANGIBLE PROPERTY

Article 836, Regulations 45 (1920 Edition), and Article 836, Regulations 62, as amended by Treasury Decisions 3367 and 3744, are hereby further amended to read as follows:

Article 836. Tangible property paid in; value in excess of par value of stock. The paid-in surplus allowed in any case is confined to the value definitely known or accurately ascertainable at the time the property is paid in. Evidence offered to support a claim for a paid-in surplus must be as of the date of the payment. It may consist among other things of (a) an appraisal of the property by disinterested authorities, (b) a certificate of the assessed value in the case of real estate, or (c) evidence of a market price in excess of the par value of the stock or shares. Opinion evidence, expert or otherwise, of the value of property as of a prior date will not be accepted. Retrospective appraisals submitted in support of a claim for a paid-in surplus will not be accepted in any case where other reasonably satisfactory evidence is available and in any case will be accepted only after rigid scrutiny and will be followed only to the extent to which their reasonableness is fully established. The property which was paid in is the basis of the appraisal, and the appraisal must reconcile the accounts so as to reflect accurately the actual value on the date as of which the appraisal is made and the depreciation sustained. Proper consideration must in all cases be given to depreciation and the expired and remaining serviceable life of the property must be shown. To be acceptable retrospective appraisals must show: (1) The history of the business and manner in which the information or data was acquired; (2) the manner in which the appraisals were constructed; (3) the inventory on the date of the appraisal in detail; (4) the date of acquisition of all items remaining in the inventory as of the date of appraisal; (5) the elimination from the inventory of all items acquired subsequent to the date as of which the appraisal is made and how this was effected (all items, the date of acquisition of which can not be definitely determined, should be listed separately and all the facts bearing upon the date of acquisition given); (6) the replacement cost at the date as of which the appraisal is made of each item accepted as on hand on that date determined upon competent data,

with a statement of the method employed in arriving at such cost (estimates and general statements will not be accepted); (7) the rate and total amount of depreciation as shown by the books; (8) the rate and total amount of depreciation taken upon each item included in the appraisal for the purposes of the appraisal (if other than normal rates of depreciation are used the reason therefor and the method of computing depreciation must be fully explained); (9) the actual cost when ascertainable of each item included in the appraisal; (10) the book value on the date as of which the appraisal is made of all the items included in the appraisal; and (11) a detailed statement of all plant facilities and additions, represented by capital expenditures previously written off, which were still in use on the date as of which the appraisal was made and all the depreciation actually sustained or accrued on such items. No claim will be allowed for paid-in surplus in any case in which the addition of value has been developed or ascertained subsequent to the date on which the property was paid in to the corporation. In all cases the proof of value must be clear and explicit.

RETURN OF INFORMATION NECESSARY WHEN DISTRIBUTION OF STOCK BONUS IS MADE — 1924 ACT

Amounts distributed by trustees of a stock bonus or profit sharing fund established as contemplated in section 219(f) (8108) of the Revenue Act of 1924 (including the fair market value of the stock so distributed) constitute additional salary or wages, or determinable gains, profits or income, to the employees or their beneficiaries to the extent that such distribution exceed the sum paid to the trustees by the employee in any particular case.

Where the trustees distribute to a person in any taxable year an amount which exceeds by \$1,000 or more the sums paid in by the employee involved, the trustees are required, pursuant to the provisions of section 256 (7401), Revenue Act of 1924, to file an information return on Form 1099 in respect to such excess payment. (I. T. 2198.)

COUNTRY OF ORIGIN

The Treasury Department has again held that each article imported into the United States shall be marked with the country of origin. The decision has been handed down, this time, in connection with lithographed or printed labels.

Industrial Development

Southern New England, served by the New Haven System, offers unusual opportunities for development — industrial, commercial and agricultural.

The New Haven System has organized an Industrial Development Committee, representing the Traffic, Operating, Real Estate and Engineering Departments, for the purpose of advancing such opportunities for development. Through this Committee the New Haven will be glad to assist any one who may desire to locate upon its line or in Southern New England and is seeking to co-operate with the business and commercial organizations of the various communities in forwarding New England's growth.

Inquiries or suggestions will receive prompt attention if directed to E. L. Taylor, Secretary, Industrial Development Committee, New Haven, Conn.

E. J. PEARSON, President,
N. Y., N. H. & H. R. R. Co.



**Where
coal is cleaned
Mechanically
by the
Pneumo-Gravity
Process**

*Tipple and Pneumo-Gravity plant at one of several
of our mines equipped with this Process.*

OUR mines are in the Central Pennsylvania field, Clearfield, Cambria and Indiana Counties, and are developed and mechanically equipped for an annual output of 4,000,000 tons. Shipping to New England and Middle Atlantic States, via New York Central, Cambria and Indiana, and Pennsylvania Railroads, and their connections.

Tidewater deliveries at Canton Piers, Baltimore, Md., Port Richmond and Greenwich Piers, Philadelphia, Pa., Port Reading, South Amboy, Elizabethport, Port Liberty, and Pier 18, Jersey City, New York Harbor.



Here is a message of far-reaching economy to the power plant operator. It is concerned with *cleaner coal, more uniformly prepared coal — mechanically cleaned coal*. It means more stable stoker operation — less clinker trouble.

After exhaustive tests, we have developed and put into operation the PNEUMO-GRAVITY process of coal cleaning.

With consistent uniformity, this process removes slate, bone, and other impurities to a degree not heretofore practicable in commercial use. The human factor — faulty, unreliable — is entirely eliminated. No water is used — no excess weight results. The process handles anything from the finest sizes to three-inch lump.

The low ash and sulphur content of PNEUMO-GRAVITY cleaned coal, combined with its uniformity, enable basic economies that will appeal strongly to every power plant executive. A trial lot of this coal will prove it.

PEALE, PEACOCK & KERR

ONE BROADWAY, NEW YORK

NORTH AMERICAN BLDG., PHILADELPHIA, PA.

Operating Offices: ST. BENEDICT, Pa., Cambria County

SALES EXCHANGE

In this department members may list without charge any new or used equipment or supplies. All copy must be in the hands of the editor by the fifteenth day of the month preceding publication.

FOR SALE

Knitting Machinery: Connecticut concern wishes to dispose of quantity of knitting machinery. Detailed list will be supplied on request.

Address S. E. 128.

Liquidation of bankrupt concern places in market tools and patterns constituting full equipment for manufacture of bibbs, faucets, boiler couplings, and complete line of compression brass goods. Receiver will make an attractive offer to any prospective purchaser.

Address S. E. 129.

Used Harris Corliss steam stationary engine, with following specifications—

Diameter of Cylinder	16"
Stroke Piston	42"
Diameter of Pulley	14'
Face of Pulley	26"
Revolution of Shaft	60 R. P. M.
Diameter of Shaft	7"
Length center of shaft to end of cylinder	17' 8½"
Horse Power	81

Address S. E. 130.

Patent rights and working model of lawn mower sharpener.

Address S. E. 126.

WANTED TO BUY

No. 2 or No. 3 Doublehead, La Pointe, horizontal broaching machine.

Address S. E. 127.

Used enameling oven, gas fired, well baffled and must give even distribution of heat.

Address S. E. 123.

Printing press to take sheet at least 8½ x 11.

Address S. E. 124.

Steel smoke stack 30" in diameter and about 50' to 60' long.

Address S. E. 125.

FACTORY PROPERTY FOR SALE

City factory, one brick building, 3½ and 4½ stories, modern mill construction, heavy wood floors, brick partitions. Floor space 34,000 square feet, 6,000 square feet additional in adjacent wood frame structure. Thoroughly equipped with offices, wash rooms, water, gas, electric light and power, telephone system, elevator and sprinkler system. Transportation facilities convenient. Insurance and taxation reasonable. Good labor market.

EMPLOYMENT SERVICE

This department is open to all members without charge. All copy must be in the hands of the editor by the fifteenth day of the month preceding publication.

SECRETARY-STENOGRAPHER—Young woman 22, now employed seeks opportunity in office of manufacturing plant. High school graduate, 1 year college. Experienced over five years. Address P. W. 176.

TRAFFIC MANAGER—18 years railroad experience. Thorough knowledge of routings, rates, classifications, claim procedure, etc. Desires connection with industrial concern. References furnished. Address P. W. 177.

TRAFFIC MANAGER—Married, age 38, 20 years railroad experience. Desirous of entering traffic department of manufacturer. Excellent references. Address P. W. 178.

SUPERINTENDENT—Brass: Experience over 30 years in brass manufacturing covering rod and wire

work, seamless and brazed tubing, mostly in advisory capacity. Excellent references. Address P. W. 179.

EXECUTIVE—15 years active head of small manufacturing company, including national solicitation of business, desires larger opportunities as Assistant to an Executive of an active concern, with time divided between office and road. References can be furnished by present associates. Address P. W. 180.

PRODUCTION SUPERINTENDENT—Experience with large industries as dry kiln superintendent. Since War has been with large Connecticut concern supervising production and re-organization work. Desirous of locating with Connecticut firm. Connecticut references. Address P. W. 181.

twenty

Surely there must be a strong background to an organization that has kept many of its clients for twenty years, some of them the largest in this community.

The Graphic Arts Company

Hartford, Connecticut

Graphic Arts Bldg. 172 High St.

Our Bow

We make our bow to readers of "Connecticut Industry" with this issue. We want your confidence in our statements of superior service and ask an opportunity to demonstrate to you.

JOHN H. FAUNCE, INC.

Freight Contractors and Forwarders

CUSTOM HOUSE BROKER

Drexel Bldg.
Philadelphia, Pa.

8-10 Bridge St.
New York City.

BRIDGEPORT
49 Cannon St.

NEW HAVEN

HARTFORD
183 Ann St.

Elevators

FOR EVERY SERVICE

"MADE IN CONNECTICUT"

*A reputation built on
thirty years of good work.*

Member of

*The Manufacturers Association of Connecticut from
its birth*

The Elevator Manufacturers Association of U. S. A.

The National Association of Manufacturers

The National Metal Trades Association

Connecticut Chamber of Commerce

THE EASTERN MACHINERY CO.

FACTORY AND MAIN OFFICE

250 ASHMUN ST., NEW HAVEN, CONN.

F. B. FARNSWORTH, *President and Treasurer*

PAUL B. FARNSWORTH, *Secretary*

Non-Union Mined

PREMIUM SMOKELESS WINDING GULF NEW RIVER NAVY STANDARD COAL

Mined at Winding Gulf, West Virginia, in the Beckley Seam

BETTER COAL CANNOT BE HAD

After burning Premium Smokeless, few
manufacturers or householders can be
induced to buy other bituminous or hard coal

*Number 8
of a
Series*

Less coal and ash to handle—

More HEAT—

No clinkers—

Practically no smoke or soot—

Unexcelled for all purposes—factory and household

<i>Nature's Purest Deposit</i>	<i>Positive Delivery Guaranteed</i>	<i>Analysis</i>
<i>A Product of the Ages</i>	12 large ocean-going barges on charter plying between Norfolk, Va., New Haven, Conn., and other Sound ports.	Moisture 1.02 Volatile 17.53 Carbon 77.41 Ash 4.04 Sulphur .55 B. T. U. (As R) 15,078 B. T. U. (Dry) 15,233 Ash Fusion 3,000° Plus
	50,000 ton storage in yard at New Haven	

A trial will convince you like it has the many who are using it

H. E. FRIEND & CO., INC.



**MINE RUN
SMITHING**

New Haven
177 Church Street
Telephone Colony 5440

**LUMP
EGG
STOVE**

PREMIUM SMOKELESS COAL

